



Marsha Z. Bateson  
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*Serving Our Community including Natomas Park, Regency Park, Heritage Park, The Hamptons, Creekside, Terrace Park and Westlake!*

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Single family home sales in North Natomas demonstrate an interesting distribution from neighborhood to neighborhood. A total of 812 single family residences (SFR), sold in 93835 last year, per MLS records. 334 of those homes were short sales (34.0%) and 299 (36.3 %) were bank foreclosures. As a separate category, 147 condominiums sold at an average price of \$110.00. Below you will find a brief snapshot of each neighborhood with a 2011 forecast.

**North Natomas 2010 Overview:**

Total # of SFR Homes Sold: 812  
Average Sold Price: \$224  
Average Sold per Sq Ft: \$107  
# of Short Sales Sold: 276  
# of REO Solds: 299

**Natomas Park 2010 Overview:**

Total # of Homes Sold: 287  
Year End Active Listings 53  
**Forecast:** Concern for schools will continue to influence sellers & buyers. Recent renovation of Club. Popular sales range: \$225-\$325

**Regency Park 2010 Overview:**

Total # of Homes Sold: 177  
Year End Active Listings 38  
**Forecast:** Second largest market in North Natomas. Majority of sales in the \$125-\$200 range. Expect more REO's!  
Twin Rivers School District.

**Heritage Park 2010 Overview:**

Total # of Homes Sold: 21  
Total # of Duettes Sold: 11  
Total Units Sold: 32  
Year End Active Listings 10  
**Forecast:** Low turnover rate (3.5%). Limited number of Listings in this retirement community.

**Creekside 2010 Overview:**

Total # of Homes Sold: 48  
Year End Active Listings 11  
**Forecast:** Sales appeal, nearby elementary and high schools. Close proximity to future Regional Park.

**Condominium 2010 Overview:**

Total # of Units Sold: 147  
Average Sold Price: \$116  
Average Sold per Sq Ft: \$ 91  
Year End Active Listings 48  
**Forecast:** Strong appeal to 1st time home buyers. Fiscal strength of HOA a concern. Some difficulty in financing.

**Terrace Park 2010 Overview:**

Total # of Homes Sold: 59  
Year End Active Listings 12  
**Forecast:** Strong sales in the \$250-\$350 price range. Twin Rivers School District.

**Westlake 2010 Overview:**

Total # of Homes Sold: 60  
Year End Active Listings 13  
**Forecast:** Expect continued sales in the \$350-\$650 price range. More Sellers will try Short Sales.

**The Hamptons 2010 Overview:**

Total # of Homes Sold: 76  
Year End Active Listings 34  
**Forecast:** \$175-\$200 most sought after price range. Expect more REO's and Short Sales.

**Brick's Team Continues as the LISTING AND SELLING LEADER in North Natomas (95835), in 2010!  
Lyon Real Estate Top 1% since 2004!**

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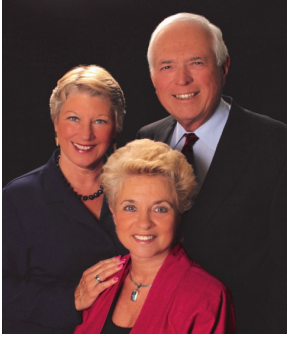
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Your Neighborhood?*

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***OUR SIGNS  
STILL SAY IT ALL!***

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